

# ATTACHMENT 11

# Accelerated MIS Program



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## Accelerated MIS Program 1.0 Principles



- ***Aligned on clinical value:*** surgeon champion and executive – da Vinci surgery improves outcomes (open to MIS)
- ***Philosophy of open access:*** da Vinci for every applicable department
- ***Long term partnerships for the acquisition of Systems and Service:*** removes barrier to adoption and raises the bar for competition
- ***Mutual committed performance levels:*** procedures, trainings, revenue, etc.
- ***More deeply commits our entire ecosystem to the customer***

### What Accelerated MIS Program 1.0 is not?

- Not a solution for all customers... 2018 goal represents <10% of system sales
- Not a contract that solves the system acquisition without the validation of clinical value of our technology
- Not a program that changes our current I/A business model or pricing

## Accelerated MIS Program 2.0 Principles



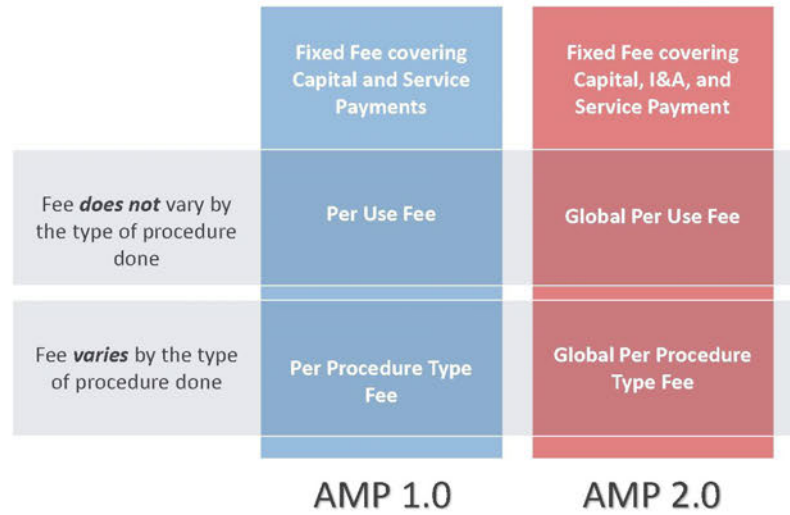
- **Accelerated MIS Program 1.0 Principles ++**
- **Belief in the enhanced episode outcome and total cost of care:** da Vinci is the best for the patient, provider, societal outcome
- **Shared risk on fixed and variable outcomes of procedure:** align with customer on total episodic cost of care
- **Mutual commitment to clinical performance:** length of stay, HAI rate, re-op rate, etc.
- **Entrenches Intuitive in Patient Care**

### What Accelerated MIS Program 2.0 is not?

- Not a solution for all customers... see robotics as future of medicine

## Usage Fee Models

INTUITIVE  
SURGICAL®



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## 2018 Goals

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	S Korea Opportunity	S Korea 2018 Goal	U.S. Opportunity	U.S. 2018 Goal
Customers				
Sockets				
Procedures				

## Customer Construct Differences

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① [REDACTED] – type customer:

- Incremental systems at one location

② [REDACTED] – type customer:

- 40+ hospitals in each health system
- Fairly broad dispersed coverage

## Specific Deal Highlights - [REDACTED]

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2 system deal (2 Xi)

- [REDACTED] per use (System and Service)
- Target use of 370 procedures per year (over 10 years)
- Signed in Q3 and delivered



## Specific Deal Highlights - [REDACTED]

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7 system deal (3 Xi, 4 X, 4 Second Consoles)

- [REDACTED] per use (System and Service)
- Target use of 1950 procedures per system (over 7 years)
- Upgrade clauses for net new contracts
- Incremental training and grant concessions
- Goal is to sign before EOY

## Specific Deal Highlights - [REDACTED]

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? system deal (Xi Dual Below, system and service)

- Use 0-150 \$[REDACTED] per use
- Use 151-300 \$[REDACTED] per use
- Use 301-450 \$[REDACTED] per use
- Use 451+ \$[REDACTED] per use
- Upgrade clauses for net new contracts
- Includes standard KP training offering @ [REDACTED] for lifetime
- Goal is to integrate model into master agreement offering